

Excellence recognised –

Glitz and glamour in the IT industry was abundant at the new CommsChannel Awards, which took place on 2nd April 2003 at the Hilton Metropole Hotel in Birmingham. Jointly organised by Imark Communications and Comms Business Magazine, the awards recognised, in the main, the reseller and distribution community. Sponsored by Alcatel and Oak Telecom, the evening was compered by Shaun Williamson, 'Barry Evans' from Eastenders, and witnessed by over 500 guests attending the Gala Dinner.

ONI plc, winners of the 'Overall Reseller of the Year' award and 'Reseller of the Year – large category' award commented: 'The Comms Channel Award ceremony was a particularly good one for ONI plc picking up two of the top awards available on the night. I would personally like to extend my thanks to the show's organisers for putting on such a professional ceremony and I look forward to next year,' says ONI Marketing Manager, Ian Boreham.

Central Telecom also won two awards, and Managing Director Andrew McDougall told Comms Business Magazine 'All of us at Central

Telecom were pleased and honoured to receive both of the Convergence Solutions awards at the recent Comms Channel Awards ceremony. We believe it reflects the hard work and efforts of the whole company and is a confirmation of our standing as a leader in the converged solutions market place.'

Industry leading figures Alan Cobb, Director General, Telecommunications Industry Association (TIA), Mel Ziziros, Managing Director, MZA, and Independent Analyst, John Birbeck formed the panel of judges who determined the winners of the prestigious Comms Channel 2003 Awards.



comms channel
awards

BT Indirect Channels, winner of the Network Operator of the Year, were clearly thrilled to have picked up the award. Mark Hollister, BT Indirect Channels' newly appointed director, said: 'BTIC is delighted to have been chosen as the channel's Network Operator of the Year. It's a fantastic testament to BTIC's tenacity in delivering on our commitment to partners, and of the investment we make in our own people. It's great to see the team's hard work is paying off and that the benefits are being felt by our partners and colleagues in the channel.'

Discussing BTIC's success, Hollister went on to explain how the vendor puts its partners at the core of the BTIC business: 'BTIC always looks to build long-term, strategic relationships with its channel partners. Our Partner Proposition is geared towards implementing mutually developed and agreed strategic business plans that help both BT and its partners to expand into new markets and increase profitability.'

Adrian Barnard, managing director at partner Modern Communications, recently said: 'BTIC seems to have a genuine, partner-focused approach to the way it works and we like working with partners who deliver and are committed to us and our customers now and for the longer term.'

Hollister added: 'Just as we do with our own people, BTIC invests in its partners by providing them with access to BT-training resources, as well as to BTIC's specialist sales and marketing teams.'

Martin Hatcher, Chairman of MTV, winner of the Reader Vote for Distributor of the Year, commented, 'Obviously we are delighted that we received the award, especially in light of the independent and verifiable voting procedure adopted for the first time this year. It is a tremendous accolade to the MTV team who have worked so hard to implement the enhanced customer care programme, which obviously has paid dividends over the last 12 months.'

Winners!

Reseller of the Year - small category

Reseller of the Year - medium category

Reseller of the Year - large category

Convergence Solution - small enterprise

Convergence Solution - large enterprise

Best Training Operation

Network Operator of the Year

Channel Development Campaign

Best Distributor of the Year

Overall Reseller of the Year

In Tech Telecom

Everlogic

ONI plc

Central Telecom

Central Telecom

CraneTEC

BT plc

Alcatel

MTV

ONI plc